

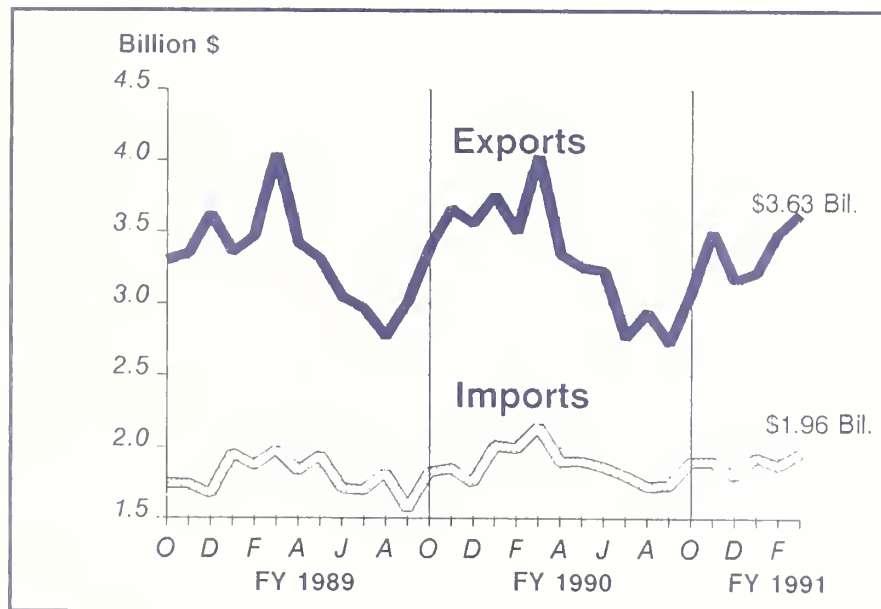
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# AGRICULTURAL TRADE HIGHLIGHTS

## March Exports Fall From Year-Ago Levels, But Rise From February



March trade statistics released on May 17 by the Commerce Department placed the month's U.S. agricultural export value at \$3.63 billion. This figure was up 4 percent from the previous month but down 10 percent from year-ago levels. The cumulative export total for fiscal 1991 (October-March) reached \$20 billion, down 8 percent from the same period last year. Export volume for March equaled 13.7 million tons, up 7 percent from February but down 6 percent from year-ago levels.

Bulk commodities continue to show significant declines from March 1990, led by wheat (down 38 percent), rice (down 24 percent), and soybeans (down 24 percent). Together, these three commodities accounted for 79 percent of the \$400 million drop in total agricultural sales from last

March's figures. Intermediate products also fell in March, with the largest declines registered in hides and skins (down 30 percent), feeds and fodders (down 19 percent), and soybean meal (down 17 percent).

With the exception of cotton, which recorded an 11-percent increase over last March, bright spots for the month came primarily from the consumer-oriented category, led by horticultural products (up 10 percent). So far this year, horticultural exports total \$3 billion—up 26 percent from the same period last year and well on their way to the \$5.5 billion record level that is forecast by the Department for fiscal 1991. Poultry meat also performed well—up 16 percent.

Overall, both the bulk and intermediate categories fell 15 percent from year-ago levels, while consumer-oriented high-value exports rose by 5 percent. For March, bulk exports accounted for 54 percent of

total U.S. agricultural exports, intermediate, 21 percent, and consumer-oriented, 25 percent.

Agricultural imports for March equaled \$1.96 billion, bringing total fiscal year-to-date imports to \$11.31 billion. March's figure is down 8 percent from last year's total and roughly unchanged from February. Comparisons of cumulative totals show imports for fiscal 1991 lower than fiscal 1990 imports by 3 percent. March's imports, combined with export performance, put the agricultural trade surplus at \$1.67 billion, \$260 million below last year's surplus.

Export performance with the top ten U.S. trading partners was mostly down, with only four countries showing increases over March 1990 levels. The gainers included Mexico (up 17 percent), the Soviet Union (up 12 percent), Taiwan (up 4 percent), and China (up 37 percent). Exports to the Soviet Union, carried out largely under GSM credits, have risen sharply in the past two months over the slow pace recorded earlier this year. However, in the first six months, sales to this important market are less than \$1 billion, down 48 percent from the same period last year.

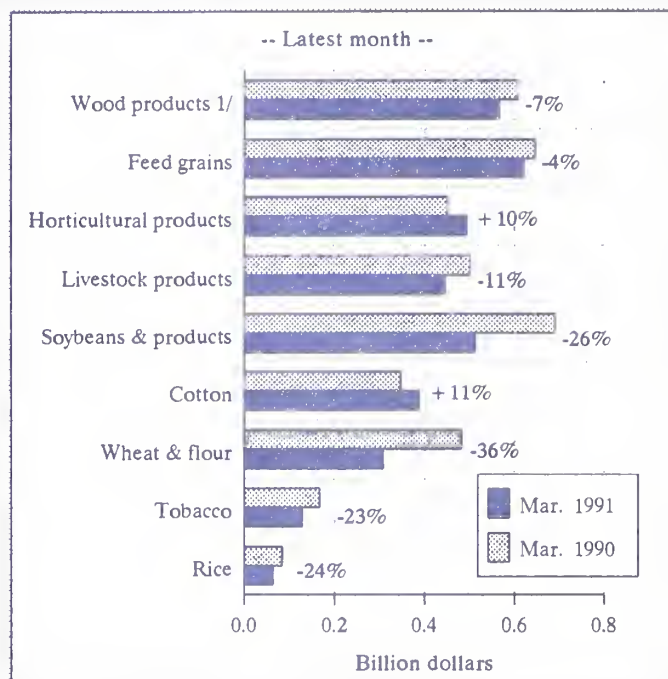
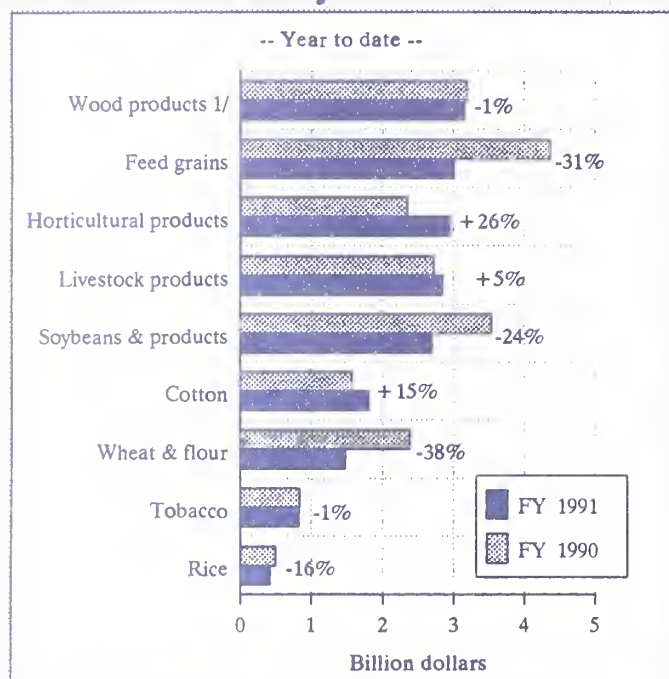
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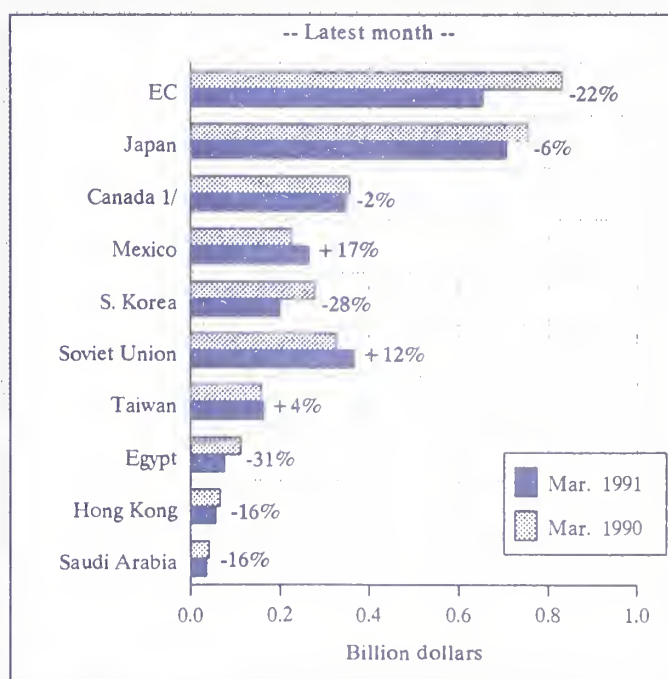
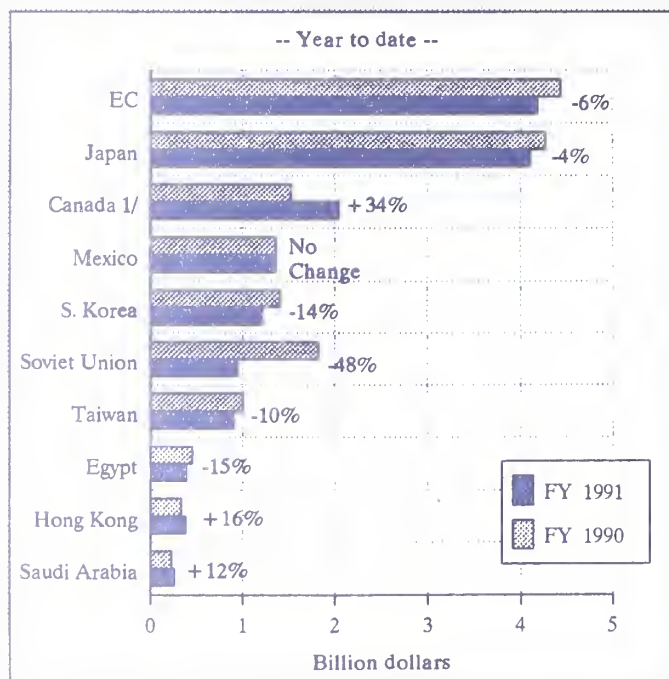
# U.S. Agricultural Export Summaries

## October-March and Latest Month Comparisons

### Product Summary



### Top Ten Markets Summary



Note: Percentages are computed as the change from a year ago.

1/ U.S. agricultural exports to Canada have been under-reported in past years by about \$1 billion a year and officially recognized by both Governments. Effective January 1990, the U.S. Bureau of the Census began adjusting U.S. export statistics to account for these differences.



# Commodity Highlights

*Agricultural exports of \$3.6 billion in March were down 10 percent from the year-ago level of \$4.0 billion. Lower exports of wheat and soybeans and products, which each declined \$175 million from last year, accounted for much of the loss.*

Lower prices continued to drive down the value of *wheat and wheat flour* exports. Exports in March were down 36 percent in value to \$310 million from the year ago level on a 7 percent increase in volume. Declines in export volume were noted for Japan (down 207,000 tons), Iraq (down 169,000 tons), Turkey (down 74,000 tons), Mexico (down 45,000 tons), Sri Lanka (down 48,000 tons), and the EC (down 38,000 tons). However, increased exports to Algeria (up 154,000 tons), Egypt (up 142,000 tons), Yemen (up 50,000 tons), Bangladesh (up 82,000 tons), the Philippines (up 76,000 tons), Korea (up 62,000 tons), and China (up 70,000 tons) more than offset the declines and raised export volume nearly 200,000 tons above last March.

*Feed grain* exports in March of \$620 million were down only slightly (4 percent) from year-ago levels. Feed grain exports were down from between 35 and 45 percent in volume during the each of the first 4 months of fiscal 1991. However, during the latest 2 months, they have been down only about 5 percent. Much of this can be attributed to the return of the USSR to the feed grain market. The USSR is still \$590 million behind last year's level of purchases half way through the year. This is better than January when the the USSR was \$800 million behind. While the Soviet market has recently strengthened, the rest of the market continues to lag further behind with exports of feed grains down \$1.3 billion (38 percent) from the year-ago level. As opposed to wheat, prices have not lowered significantly.

Exports of *rice* at \$64 million were down \$28 million from last March.

Lower exports to the Middle East (mainly Iraq) accounted for nearly all of this decline, and have accounted for most of the \$80 million decrease in rice exports so far this year. Exports to Iraq had accounted for over one third of rice sales in March 1990. Discounting the loss of the Iraqi market (\$70 million this far in fiscal 1990), exports so far this year are only down 2 percent.

*Cotton* exports were above last year's level for the 5th month in a row. Strong sales to China at \$76 million were up 140 percent in March. This helped bring exports to \$388 million in March, up 11 percent from a year ago and to \$1.8 billion for the year-to-date. In addition, \$12 million increase in exports to Mexico (up 475 percent) offset a \$15 million drop in sales to the EC in March.

Exports of *soybeans and products* in March continued at the reduced levels experienced so far this year, with exports down 26 percent from last year at \$512 million. Exports of soybeans were down 24 percent, soybean meal down 17 percent, and soybean oil down 75 percent. Shipments were down 45 percent to the EC, amounting to a decline of \$130 million. There were no sales to Romania and Pakistan in March, although each purchased between \$25 and \$30 million last March. Exports to Mexico continue strong at \$45 million, more than five times last March and up 85 percent for the year-to-date.

*Horticultural* exports of \$478 million were up 7 percent from March 1990. Strong sales to the EC of \$37 million (up 53 percent), more than offset an \$8.5 million decline in exports to the USSR. Exports to other major markets (Japan, Canada, and

Mexico) were unchanged from last year. For the year horticultural exports are up 24 percent with gains registered to each of the top five markets.

Exports of *unmanufactured tobacco* declined 24 percent in March to \$130 million from last year's level, but for the year are unchanged. A large sale to Turkey (\$16 million) helped to partially offset lower sales to the EC (down \$43 million) and Hong Kong (down \$10 million). Among major markets, the Dominican Republic (6th largest) has shown the greatest growth, up 33 percent for the year-to-date and up 112 percent in March. Exports to Thailand have increased 12 percent over last year. In other major markets, exports to the EC, and Hong Kong have seen steady exports, while exports to Japan are down 10 percent and to Taiwan are down 34 percent for the year.

Exports of *livestock products* in March totaled \$445 million, down 11 percent. Lower exports to Japan and Korea (each down over \$25 million), and Canada (down \$5 million) accounted for much of the decrease. Shipments to Mexico were up \$15 million in March. To date, exports to all these countries are at or above last year's levels as are total sales to all countries.

At \$538 million (down \$65 million) *wood product* exports in March were below last year's level for the 4th month in a row. Lower exports to Japan (down \$35 million) and Canada (down \$24 million) accounted for much of the decline. Sales to date total \$3.2 billion, a decline of 1 percent from last year which if continued for the rest of the year would be the first time since 1985 that exports have fallen.

*For further information please contact James Johnson, (202)382-9522.*

# Top Five Markets for Major U.S. Commodities

## October - March Comparisons



Note: Percentages are computed as the change from fiscal 1990 to fiscal 1991.  
1/Negligible exports reported during comparable period last year.

# Pac Rim Dominates EC as Top U.S. Agricultural Market

In fiscal 1990<sup>1</sup>, the United States exported over \$40 billion worth of agricultural products to the world. The top two markets were Japan and the countries of the European Community (EC) with \$8 billion and \$6.8 billion, respectively. Since 1978, the countries of the Pacific Rim (Pac Rim)<sup>2</sup>, of which Japan is the most prominent, have surpassed the rest of the world as the largest market for U.S. agricultural products. Prior to this time, it was the EC which led the world in the purchase of U.S. agricultural products. How have these markets changed over this relatively short time span? As it turns out, the story is not so much the deterioration of the EC as a leading market but rather one of the emergence of the Pac Rim countries as the major market for U.S. farm products.

In 1990, U.S. sales to the Pac Rim totaled \$15.8 billion which accounted

*...1978 was the last year in which U.S. exports to the EC exceeded that of the Pac Rim.*

for 40 percent of total U.S. agricultural exports. Fifteen years ago, shipments to this region accounted for 25 percent, worth only \$5.7 billion—an increase of 177 percent, or an average of 7.5 percent per year. During this time, we have seen the tremendous growth of one market in particular—Japan—and the emergence of many other markets in this region, including the Four Tigers (Hong Kong, South Korea, Singapore, and Taiwan), the ASEAN-4 countries (Malaysia, Indonesia, the Philippines, and Thailand), and China. Exports to Japan alone accounted for half of the Pac Rim market in 1990 and exceeded the EC in value by a margin of \$1.3 billion.

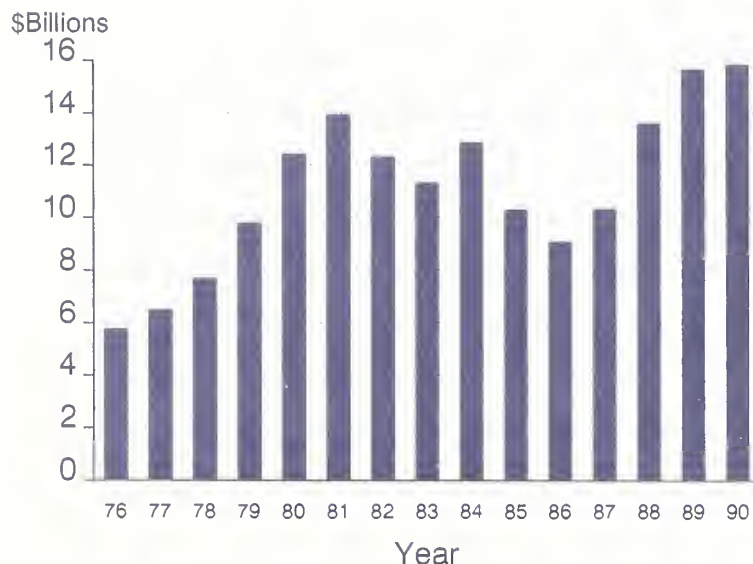
In contrast, the role of the EC countries has gradually lessened during this time period, although as a group, it still remains the second largest U.S. market. In fact, 1978 was the last year in which U.S. exports to the EC exceeded that of the Pac Rim. Since then, the disparity between the two has grown increasingly larger to the point where exports to the Pac Rim countries are now more than double that to the EC countries, and are significantly greater than sales to Western Europe, Eastern Europe, the Soviet Union, and the Middle East, combined.

## The European Community

Exports to the EC, as well as the EC's overall share of U.S. agricultural exports, have fallen steadily since 1976. While the annual average rate of decline is less than one percent during this period, the drop in share has been significant. In 1976, EC purchases of U.S. farm products reached \$6.9 billion, accounting for 30.3 percent of the United States' total. In 1990, with only \$6.8 billion dollars of U.S. imports, the EC accounted for only 17 percent of the total.

A major factor behind this shift is the sharp drop in grain sales to the EC. Over the study period, the EC has moved from being a net importer to a net exporter of grains, particularly wheat and coarse grains. In 1976, EC imports of wheat and coarse grains from the United States totaled \$387 million and \$2.3 billion, respectively. By 1990, it had fallen to \$117 million and \$380 million, respectively. With the development of the Common Agricultural Policy (CAP), imports of these commodities have virtually been priced out of the integrated European Com-

## U.S. Agricultural Exports to the Pac Rim FY 1976 - 1990





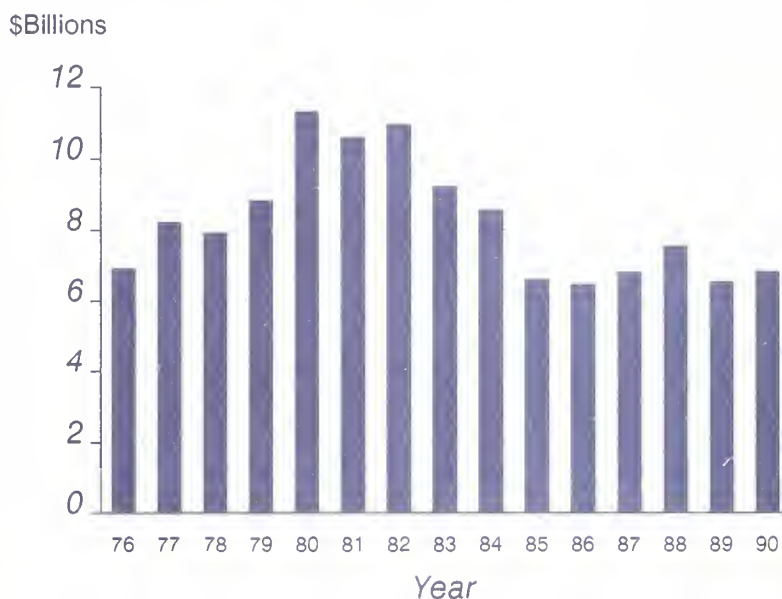
munity as they strive to protect their domestic agricultural sector through high price supports, variable import levies, and export subsidies. U.S. exports of commodities not protected by the CAP, such as soybeans and feeds and fodders, continue to do well in the Community with 1990 exports equal to \$1.6 billion and \$1 billion, respectively. However, recent development in EC oilseed policies have resulted in rising production which has hurt U.S. soybean sales.

On a more positive note, the EC continues to increase its purchases of American consumer-oriented products, which should reach a record \$1.3 to \$1.4 billion in 1991. In 1990, imports of fresh fruit and vegetable products from the United States amounted to \$442 million dollars--an increase of 90 percent over 1986. Processed fruit and vegetables were at record levels in 1990, having doubled since 1986. As of February 1991, exports of fresh fruit and vegetables had already exceeded year-ago levels by almost 60 percent, setting the ground for another record-breaking year in 1991. Significant growth has also occurred in the tree nut category, with the EC purchasing more than half of total U.S. tree nut exports (\$382 million) in 1990. The surge in the consumer-oriented sales is expected to continue into the 1990's. However, it is doubtful that this category will be able to make up for the decline in bulk commodity sales any time soon. Other leading exports to the EC include unmanufactured tobacco (\$587 million) and cotton (\$460 million).

### The Pacific Rim

Facing severely limited natural resources further strained by large populations, the Asian countries of

### U.S. Agricultural Exports to the European Community: FY 1976 - 1990



the Pac Rim have succeeded in turning their economies around through focused economic planning and pure ambition. Adopting an economic policy based on the development of export-oriented industries, these countries have succeeded in turning their apparent disadvantages into gold by specializing in the manufacture of finished products, particularly automobiles, electronics, textiles and clothing products, and miscellaneous manufactured consumer products. Exploiting their comparative advantage in these labor-intensive industries, the Asian countries have experienced rapid gains in per capita income levels, GDP growth rates, and financial status. As their incomes have grown, these countries have acquired a taste for foreign food and agricultural products and their growing incomes have allowed them to purchase these products at increasing rates.

Japan was the first to emerge as a major market for U.S. agricultural exports. It also holds the distinction of becoming the first billion-dollar farm market for the United States in 1964. South Korea, Taiwan, and China followed a similar path a decade later, with Korea reaching the billion-dollar status in 1978, and Taiwan and China in 1980. Together with Japan, these four countries account for 85 percent of total U.S. sales to the Pac Rim. More recently, the ASEAN-4 countries reached the billion-dollar mark, collectively recording just over \$1 billion in imports from the United States in 1990. Not far behind is Hong Kong, a large importer of U.S. consumer-oriented food products. In 1990, U.S. exports to Hong Kong totaled \$685 million, an increase of 71 percent over 1986.

The trade patterns characteristic of the largest Pac Rim countries are



## ...Pac Rim vs. EC

distinctive. Major agricultural imports fall into two categories: those for food and feed consumption and those used to fuel their export-oriented, light industries. For Japan, whose imports from the United States totaled \$8 billion in 1990 (up from \$3.4 billion in 1976), major food and feed imports include coarse grains (\$2 billion), soybeans (\$843 million), red meats (\$1.4 billion) and wheat (\$465 million). Rounding out the top imports are cotton (\$564 million) and hides and skins (\$473 million), primarily used in their textile and clothing industries. Consumer-oriented products play a major role in this market with 1990 sales at \$2.8 billion and have the best growth prospects. In addition to red meats, fruit and vegetable products also show potential with 1990 imports at \$798 million.

*Prospects for the future of these two major world regions indicate that the present trends will continue into the 1990's.*

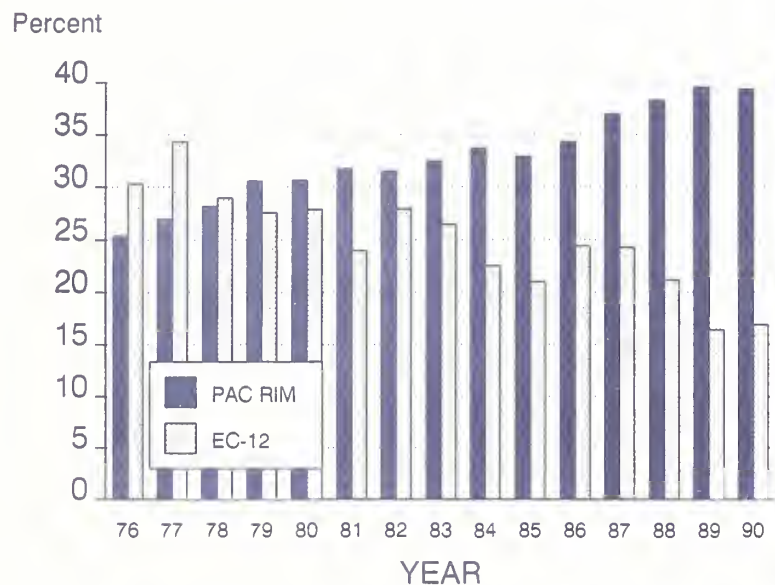
In Korea, the United States' third largest single-country export market in 1990 with U.S. sales valued at \$2.7 billion, the top U.S. farm product was coarse grains, valued at \$694 million. To fuel its export industry, Korea imported \$455 million in U.S. cotton and \$758 million in hides and skins. For Taiwan, the United States' sixth largest export market with \$1.8 billion in sales in 1990, major imports included coarse grains (\$611 million), soybeans (\$469 million), cotton (\$96 million), and hides and skins (\$117 million). China was

our eleventh largest agricultural export market in 1990, with imports totaling \$909 million. Major farm products sold to China included wheat (\$544 million) and cotton (\$290 million).

Rounding out the top five Pac Rim markets for the United States is Hong Kong, ranked thirteenth overall in 1990. Total farm exports to Hong Kong amounted to \$685 million, led overwhelmingly by the consumer-oriented category. This group of commodities alone accounted for 62 percent of total imports from the United States. Top exports were led by fresh fruits and vegetables (\$129 million), poultry (\$92 million), tobacco (\$93 million), and cotton (\$84 million).

Prospects for the future of these two major world regions indicate that the present trends will continue into the 1990's. As economic growth and rising populations propel U.S. exports to the Pac Rim to new record highs, U.S. agricultural shipments to the Pac Rim will continue to grow at a rate faster than exports to the EC, implying only a widening of the already large gap between the two largest U.S. agricultural markets.

### SHARE OF U.S. AGRICULTURAL EXPORTS TO THE EC AND THE PAC RIM: FY 1976 - 1990



1/ Trade figures are based on fiscal year data unless otherwise noted.

2/ The Pac Rim region includes Burma, Thailand, Malaysia, Singapore, Indonesia, Brunei, the Philippines, Macau, China, South Korea, Hong Kong, Taiwan, Japan, Australia, New Zealand, and surrounding South Pacific Islands.

For more information, contact Lori Huthoefer, (202) 382-1294.

# Country Spotlight: Hong Kong



As the scheduled reversion of the British Colony of Hong Kong to China in 1997 comes closer, many residents of Hong Kong, especially professionals and middle managers, have started their exodus to the west. In 1990 alone, sixty thousand people were reported to have immigrated from the territory. The colony's economic performance has also been affected. Foreign investments have slowed and real GDP growth, which enjoyed double-digit growth in the mid-1980s, is now estimated at 2.9 percent in 1990.

However, in spite of the rather somber macroeconomic developments, Hong Kong has continued to be a major food importer, with average imports of agricultural products from the world totaling over \$4 billion a year for the last few years. Moreover, a recent FAS study shows that Hong Kong still stands as one of the top 15 best-prospect markets for U.S. agriculture. U.S. agricultural exports to Hong Kong in fiscal 1990 totaled a record \$685 million, up 20 percent from the previous year and made Hong Kong the 9th largest U.S. export market, just behind China. Exports appear headed even higher in 1991 with sales during the first five months up 24 percent from year ago levels.

With an area only six times the size of Washington, D.C., farming in Hong Kong is next to non-existent and the colony depends heavily on

imports for its food supply. Imported foods are not only consumed by Hong Kong's 5.8 million residents but also are re-exported to neighboring countries. More than 57 percent of the agricultural products imported by Hong Kong in 1988 were re-exported.

Hong Kong's food import pattern is tilted toward high-value products. In fiscal 1990, sixty-two percent of total U.S. agricultural exports to Hong Kong were consumer-oriented products such as fresh fruits and vegetables, poultry meat, and red meats. In fact, at \$425 million, U.S. exports of these products reached a new high in 1990 and are likely to exceed \$500 million this year.

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*More than 57 percent of the agricultural products imported by Hong Kong in 1988 were re-exported.*

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In 1990, Hong Kong's imports of U.S. fresh fruits and vegetables reached \$130 million, up 8 percent from the previous year's level. The major import items included oranges (\$54 million), grapes (\$21 million), apples (\$21 million), lettuce (\$6 million), and melons (\$4 million). The United States share of the colony's fresh fruits and vegetable market was 42 percent in 1989. As individual commodities, U.S. grapes and apples dominate the Hong Kong market with their market shares numbering 79 and 64 percent, respectively. Major U.S. competitors for fresh fruits and vegetables are China, Thailand, the Philippines, Taiwan, and Chile.

Because of anti-pollution measures regarding animal and poultry waste, domestic poultry meat production, which accounted for 15 percent of

the total poultry meat supply in 1989, continued to decline. U.S. poultry meat exports rose 15 percent to a record \$92 million in fiscal 1990 leaving the United States as the largest supplier of frozen poultry with a 50-percent market share. According to a recent FAS market research study, Hong Kong ranks as the third best market prospect for poultry meat over the next 3-6 years. The EC, Brazil, Japan, and China are other major suppliers of poultry meats. China is the largest supplier of live poultry to the market.

At \$23 million, U.S. exports of fresh and prepared/preserved red meats declined slightly (down 4 percent) in 1990, compared with 1989. The decline is largely due to the drop in beef and veal imports. The United States dominated Hong Kong's red meat markets in 1989 with a market share of 30 percent. Other major exporters include China, the EC, Brazil, Australia, and New Zealand.

While U.S. high-value products have been a resounding success in Hong Kong, U.S. bulk commodities have also been doing well, registering rapid gains recently and increasing by an average of 50 percent annually for the past four years. This is largely due to the significant increase in tobacco and cotton.

The United States has traditionally held a significant supplier's role in Hong Kong's tobacco market and the role is expected to continue in the next several years. With annual average imports of \$66 million during 1988-90, Hong Kong ranked as the 3rd largest U.S. tobacco market after Japan and the EC. In fact, in 1990, U.S. sales reached a record \$93 million. Although the mounting health-concern issue over smoking may become a major constraint, FAS expects that Hong Kong

## ...Hong Kong

will continue to be one of the top ten prospects for U.S. tobacco exports over the next several years. U.S. competitors for the Hong Kong tobacco market include China, the EC, Canada and Zimbabwe.

U.S. cotton exports, which have recovered from 1986's huge drop, reached \$84 million in fiscal 1990, up 121 percent from the previous year and may reach the \$100 million mark in 1991. As Hong Kong's textile industry continues to prosper, U.S. cotton exports to Hong Kong are expected to show encouraging growth for the next few years. In fact, Hong Kong is expected to be one of the top ten markets for the United States cotton industry over the next 3-6 years. Brazil, China, Tanzania, and Australia are the major cotton suppliers to the colony.

Although U.S. wheat exports to Hong Kong declined 14 percent to \$18 million in fiscal 1990, and have been stagnant over the past few years, the United States continues to be the dominant wheat supplier with its market share at more than 80 percent. Other wheat exporters to Hong Kong are Canada and China. Contrary to Hong Kong's rising imports of consumer-oriented products and bulk commodities, its imports of intermediate products (largely represented by hides and skins and feeds and fodders) have declined for the last few years, totaling only \$55 million last year. U.S. exports of hides and skins dropped 9 percent in fiscal 1990, after record exports of \$20 million in 1989. China has been a dominant supplier of hides and skins to Hong Kong followed by the EC and the United States.

At \$12 million, the United States was the third largest feeds and fodder

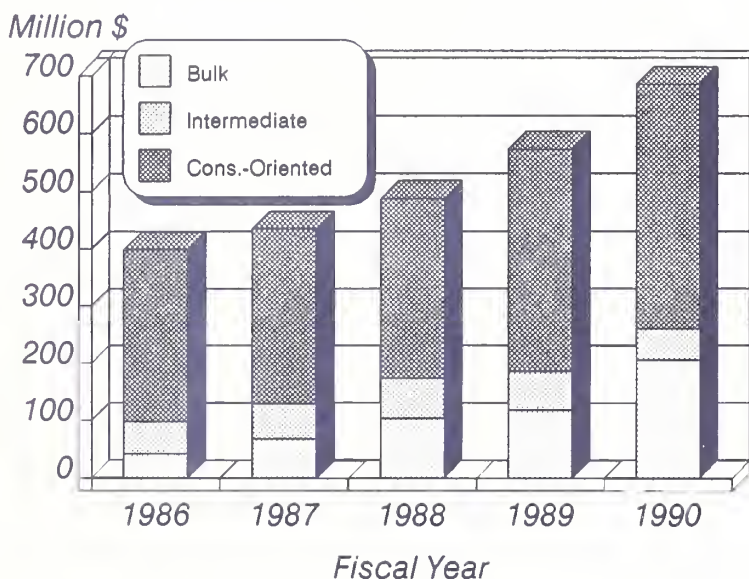
supplier to Hong Kong in fiscal 1990, after China and Thailand. Hong Kong has been one of the 15 largest importers of U.S. feeds and fodders for the past few years, and FAS analysis indicates that this trend will continue over the next few years.

Having a free market economy, Hong Kong has few restrictions on its food imports. However, imports of rice, frozen meats, and poultry are limited to registered importers. Also, rice imported for local consumption is regulated under a quarterly adjusted quota scheme. Tobacco and tobacco products, alcoholic beverages, and soft drinks are subject to import duties. The ad valorem and specific duties on wine and spirits are close to 100 percent of the retail price.

Located in the middle of the Asian Pacific Rim, where FAS analysis shows the highest U.S. agricultural export potential, Hong Kong is a bright market prospect for many U.S. agricultural products, in spite of the uncertainty it faces for the years 1997 and beyond.

*For more information, contact Emiko Miyasaka, (202)382-9054.*

**U.S. Exports of Farm Products to Hong Kong by Processing Stage**





## March Imports Fall From Year-Ago Level; Fiscal Year-to-Date Imports Down 2 Percent

**U.S. agricultural imports** for March totaled \$1.96 billion. This figure was up 5 percent from February and down 9 percent (\$186 million) from a year ago. Most of the decline (58 percent) was in competitive imports, down \$108 million for the month. March's performance brings fiscal year-to-date (October-March) imports to \$11.4 billion, 2 percent lower than the same period last year.

*Competitive imports* for March totaled \$1.5 billion, down 6 percent from February, and short of last March by 7 percent. Most of the commodities in this group experienced declines, led by vegetables (down 21 percent), fruits (down 15 percent), and dairy products (down 13 percent). Increases were reflected in two categories--live animals (up 13 percent) and wine and beer (up 4 percent). Competitive imports to-date are down \$139 million or 2 percent, as declining imports of vegetables, dairy products, and fruit drag down the competitive

total. Imports of live animals continues its upward trend, exceeding year-ago levels by 19 percent (\$104 million).

Much of the decline in the fruit and vegetable category in March was reflected in a combined \$75 million drop in purchases from *Mexico* and *Brazil*--two of the United States' largest fruit and vegetable suppliers. In this category, imports of fresh vegetables from Mexico experienced the sharpest drop, falling by \$48.5 million.

*Noncompetitive imports* were also down from year-ago levels falling 22 percent to \$172 million. The sudden drop was driven primarily by declining coffee purchases, most notably from Central America (Guatemala, Honduras, and El Salvador) and South America (Colombia and Brazil) for a combined drop in value of \$48 million for the two regions. The only noncompetitive import showing an increase was

bananas/plantains with a 3 percent increase over last March. To date, noncompetitive imports are 2 percent below last year's total, also led by declines in coffee and products.

Trade with our top 10 suppliers in March revealed that imports were down in all but one country--*Canada*. Import statistics for Canada, up 12 percent overall, revealed a significant increase in live animal purchases, accounting for a much of the increase in total live animal imports. Imports from our top supplier, the *EC*, went roughly unchanged for the month, falling by 2 percent. However, imports of dairy and poultry products from the EC fell 21 percent, continuing its downward trend in March and resulting in a year-to-date decline of \$83 million.

Brazil, our 4th largest supplier, experienced a record decline, falling 42 percent (\$36.9 million), although year-to-date import levels for Brazil show fiscal 1991 only 7 percent behind 1990. Most of this decline for March appears to be the result of substantially lower purchases of fruit and vegetables (down 48 percent) and sugar products (down 60 percent). Together, these translate into a \$59.8 million loss in value.

Cumulative import statistics for fiscal 1991 indicate that imports from our top 10 suppliers are mostly down for the year, punctuating what appears to be a relatively stable year for imports. Only the EC, Canada, and New Zealand reflect higher import levels when compared to the previous year and these increases are relatively small--2, 6, and 5 percent, respectively.

*Noncompetitive imports do not compete with U.S. production and include: bananas/plantains, coffee (incl. processed), cocoa (incl. processed), rubber/allied gums, spices, essential oils, tea, and carpet wools.*

### U.S. Agricultural Imports by Major Product Sector March 1991 and Year-to-date Versus Year-ago

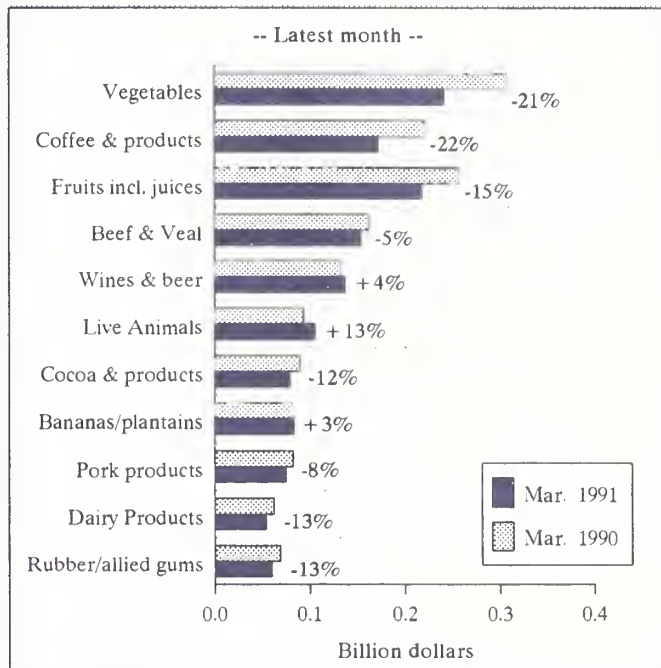
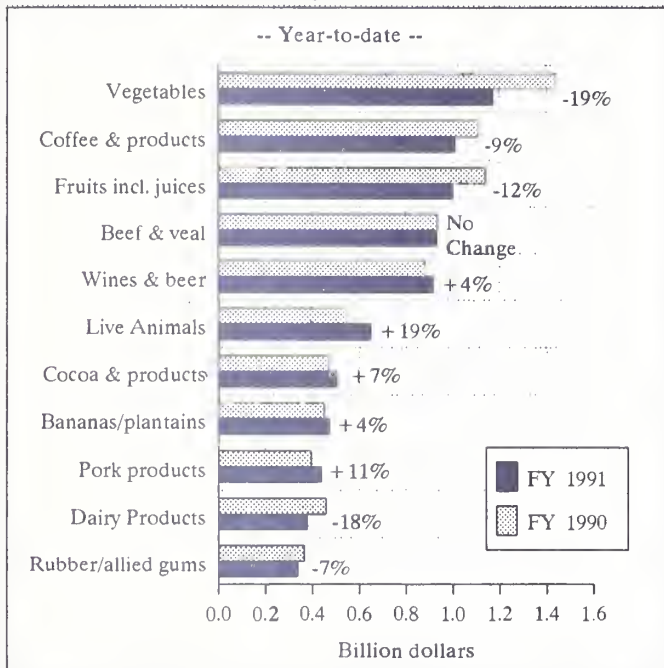
Import Category	Mar 1991	Mar 1990	% Chg	Oct-Mar FY91	Oct-Mar FY90	% Chg
-- Million \$ --						
Total competitive	1,489	1,597	-7%	8,600	8,739	-2%
Fruits, incl. juices	218	257	-15%	999	1,139	-12%
Wines & beer	137	132	4%	916	881	4%
Vegetables	242	308	-21%	1,171	1,439	-19%
Live Animals	105	93	13%	650	546	19%
Beef & veal	154	162	-5%	931	934	0%
Dairy products	54	62	-13%	379	459	-18%
Pork	75	82	-8%	439	396	11%
Total noncompetitive	471	550	-14%	2,780	2,844	-2%
Coffee & products	172	221	-22%	1,010	1,108	-9%
Cocoa & products	79	89	-12%	504	470	7%
Bananas/plantains	83	81	3%	471	451	4%
Rubber/allied gums	60	69	-13%	338	366	-7%
Spices	18	24	-27%	129	118	10%
Tea	14	15	-10%	72	78	-8%
Total agri. imports	1,960	2,146	-9%	11,380	11,583	-2%

Source: Commodity Trade Analysis Branch, Economic Research Service, U.S. Department of Agriculture, Washington, D.C.

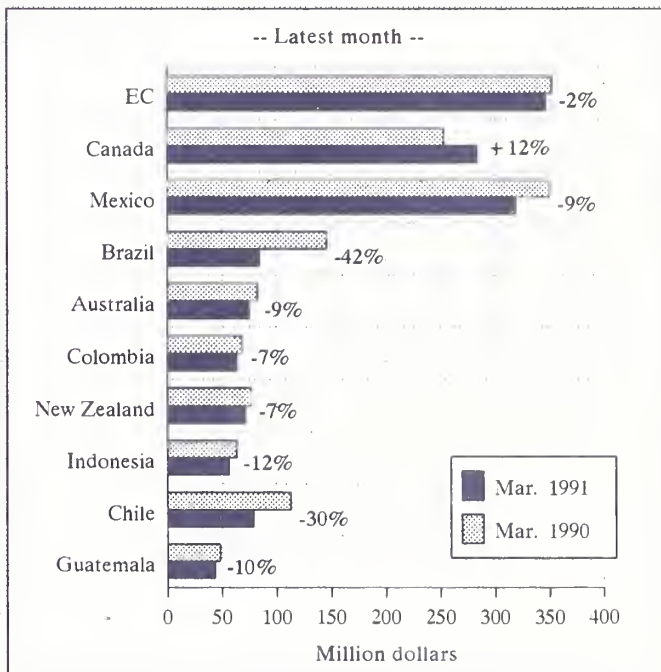
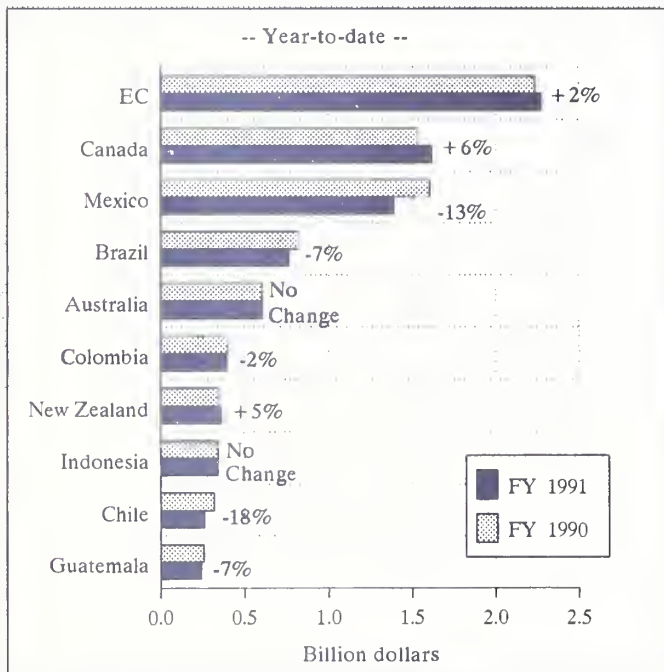
# U.S. Agricultural Import Summaries

## October-March and Latest Month Comparisons

### Product Summary



### Top Ten Suppliers Summary



Note: Percentages are computed as the change from a year ago.

# Trade Policy Updates

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## **EC Lifts Ban on U.S. Horse Meat**

On May 2, the EC Standing Veterinary Committee (SVC) lifted the ban on U.S. horse meat, except for meat from the one U.S. establishment originally suspected by the French. The EC had banned imports of fresh and chilled horse meat from the United States following the outbreak of several cases of trichinosis in France. The outbreak was allegedly due to the consumption of U.S. horse meat.

## **EPA Establishes Interim Tolerance for Procymidone On Wine Grapes**

On April 23, EPA issued an interim tolerance of 7.0 parts per million (ppm) for the pesticide procymidone on wine grapes that were grown before January 1, 1990. The same tolerance level will apply to wines made from grapes harvested in the 1989 season or before. The action will stop FDA detentions of France, Italian and Spanish wines due to trace procymidone residues, which the EC Commission had claimed affected \$150-200 million in wine exports since February 1990. The interim tolerance will be effective the date it appears in the Federal Register, most likely within a week, and will last 4 years. During this period the pesticide's maker (Sumitomo Chemical Company of Japan) is expected to submit additional data to support its petition for a permanent tolerance on wine grapes.

## **EC/Mexico Framework Agreement**

The EC has proposed establishing a Framework Agreement for cooperation with Mexico. Under the broad agreement, the EC and Mexico would seek to expand economic cooperation and trade, including opportunities in agriculture, forestry, and the agricultural industry. The two countries last concluded a similar cooperation agreement in 1975.

## **Extraordinary Challenge Committee Formed in Pork Countervailing Duty (CVD) Case With Canada**

An Extraordinary Challenge Committee has been formed to review the decision of a U.S.-Canada Free Trade Agreement dispute settlement panel that examined the ITC injury determination in the CVD case involving pork imports from Canada. The Committee consists of three members, all retired federal-level judges from the United States and Canada. The Committee is chaired by Arlin M. Adams, formerly a judge on the U.S. Third Circuit Court of Appeals. The other two members are William Z. Estey, formerly Chief Justice of Ontario Province and Justice of the Supreme Court of Canada, and Gregory T. Evans, formerly chief justice of Ontario Province. The Extraordinary Challenge had been requested by USTR, after the ITC reversed its earlier positive injury determination under pressure from the Panel.

## **Canadian Import Licensing Requirements for U.S. Wheat and Wheat Products Eliminated**

In line with the provisions of the U.S.-Canada Free Trade Agreement, on May 10 Canada eliminated the requirement for import licenses for U.S. wheat and wheat products because government support for wheat in the United States is now lower than in Canada. Import duties are still in effect but are being gradually reduced and are to be eliminated in 1998.

## **Plurilateral Consultations With Japan on Starch And Dairy**

Interested GATT members, including the United States, Australia, New Zealand and Thailand consulted with Japan in Geneva on April 19 regarding Japan's import quotas on starch and dairy products. Those quotas had been ruled GATT-illegal by a 1987 GATT Panel, and Japan had paid compensation in the form of other tariff concessions in the U.S.-Japan GATT 11 Agreement which expired on April 1. At the Geneva meeting, the United States forcefully stated its position that the quotas should now be eliminated. Japan was expected to come back with a response and meet again in late May.



## ...Trade Policy Updates

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### **Taiwan Legislature Includes Variable Levy Proposal in New Food Management Bill**

According to a report from the American Institute in Taiwan (AIT), the Executive Branch of Taiwan has taken steps to restore a food management bill which, among its provisions, would impose a variable levy on imported wheat and charge a "donation" fee on imported feed grains and soybeans. Revenue generated would be used to fund programs related to the Agricultural Adjustment Plan (1991-1997) including covering expenses of the rice liberalization program. A similar proposal was strongly and successfully opposed in 1989 by local wheat millers, together with the baking, food manufacturing, feed compounding and livestock producing industries as well as AIT. Passage of the new bill would violate a 1979 agreement between Taiwan and the United States. This bill passed a first reading (Committee review) on May 1 in Taiwan's Legislative Branch. There are to be two additional readings during which amendments and/or deletions to the proposal can be offered.

### **Poland Raises Tariffs On Food Products**

In an effort to protect domestic producers from subsidized EC imports, the Polish Government has raised import tariffs on many staple foods (meat products, dairy products, eggs, sugar, grains, grain preparations, and horticultural products) and has begun to enforce an anti-dumping law. The new tariff rates, averaging 20 percent against 10 percent previously, went into effect in mid-May. U.S. wheat and feed exports to Poland (\$55 million in 1990) will be adversely affected by the increase in tariffs from the previous level of zero to the current level of 10 percent.

### **China Market Access Talks**

The U.S. Government (USG) is in the process of organizing a market access plan to help redress the growing trade deficit (\$10.3 billion in 1990) with China. The U.S. requests were presented to the Chinese on a preliminary basis during market access talks on April 12, following on the intellectual property rights talks in Washington. China's Vice Minister of Foreign Economic Relations and Trade, Mr. Tong Zhi Guang (formerly President of CEROPILS, the grain buying agency) led the Chinese delegation. He agreed to meet again to more fully explore the issues. In anticipation of tough-going for extension of its MFN status in Congress this year, China has initiated a campaign to put its bilateral trade surplus with the United States in the best possible light. However, most USG observers remain skeptical of China's commitment to liberalize its import system.

### **301 Case With the E.C. On Oilseeds**

Fifty nine U.S. Senators and 33 members of the House of Representatives have signed two separate letters to the President encouraging the U.S. Government to employ every diplomatic effort to convince the E.C. to fulfill its obligations under the GATT panel decision in a timely fashion. They further state that if diplomatic efforts fail, the United States should retaliate against the E.C. As of this writing, the Administration is still pursuing this case through diplomatic channels.

### **Mexican Food Marketing Agency Formed**

The Government of Mexico (GOM) has announced the opening of Apoyos y Servicios a la Comercializacion Agropecuaria (ASERCA), the Mexican equivalent of USDA's Commodity Credit Corporation. Although details of the scheme remain somewhat sketchy, reportedly the primary responsibilities of ASERCA will be to: 1) guarantee post harvest financing to producers, e.g. non-recourse loans, 2) guarantee national supplies of agricultural commodities, and 3) maintain a national strategic food reserve. Financial responsibility to run ASERCA will be with NAFINSA, the national development bank. Many of ASERCA's functions are similar to those that have traditionally been performed by CONASUPO.

## ...Trade Policy Updates

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### **El Salvador Signs Framework Agreement With the United States**

On May 13, El Salvador became the eighth Latin American country to sign a bilateral Trade and Investment Framework Agreement with the United States. The mechanism of framework agreements is a key element of the President's Enterprise for the Americas Initiative. The purpose of framework agreements is to establish a Trade and Investment Council to serve as a forum for establishing principles and means for achieving cooperation on trade and investment issues. The other Latin American countries that have signed bilateral framework agreements with the United States are: Bolivia, Chile, Colombia, Costa Rica, Ecuador, Honduras, and Venezuela.

### **Chile Close to Signing Free Trade Agreements With Mexico and Venezuela**

The FTA's, expected to be signed in May or June will culminate in zero tariffs on bilateral trade by mid-1994. Tariffs on Mexico/Chile trade will drop to 10 percent upon signing of the agreement. Both countries have submitted a list of exceptions, 83 Chilean items and 200 Mexican items. Mexico has also agreed to phase out non-tariff barriers on items of interest to Chile. Chile and Mexico have also signed a phytosanitary protocol on fruits and vegetables and are working on a zoosanitary protocol. In 1990, Mexican exports to Chile were valued at US\$100 million (primarily petroleum) and Chilean exports to Mexico were valued at US\$58 million. These levels may double by 1994.

The agreement with Venezuela is somewhat less ambitious. Chilean tariffs will drop to 10 percent upon signing. Venezuela's new maximum tariff on trade with Chile will drop from the current level of 40 percent to 20 percent. Tariffs will then be reduced to zero by 1994. Both sides have submitted lengthy exception lists which cover most of their current trade items. In 1990, Venezuelan exports to Chile were valued at US\$190 million (primarily petroleum) and Chilean exports to Venezuela were valued at US\$36 million.

### **Materials Available**

- U.S.-Japan Beef and Citrus Agreement (Revised April 1991)
- U.S./Soviet Grain Trade (Revised April 1991)
- Agricultural Trade Policy and Trade for Central and Eastern Europe (Bulgaria, Czechoslovakia, Hungary, Poland, Rumania, Yugoslavia) -- May 1991
- Fast Track Negotiating Authority (March 1991)
- Working Toward A North American Free Trade Agreement
- Agriculture in a North American Free Trade Agreement -- An Interim Review Revised (April 1991)
- Dairy Export Incentive Program (Revised March 1991)
- Office of Food and Technical Services (April 1991)
- Export Enhancement Program (Revised April 1991)
- Monitoring U.S. Agricultural Exports: The Export Sales Reporting System (Revised March 1991)

*Trade Policy Updates are prepared monthly by the Trade Assistance and Planning Office, International Trade Policy, Foreign Agricultural Service, U.S. Department of Agriculture. Interested U.S. parties may send requests for copies of Fact Sheets and reports listed above to the Trade Assistance and Planning Office, 3101 Park Center Drive, Suite 1103, Alexandria, VA 22302. Tel: (703) 756-6001. FAX: (703) 756-6124.*

# Market Updates

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## **Japan to Import More Argentine Sorghum**

Recent reports indicate that Japan's imports of Argentine sorghum may reach 1.5 million tons in 1990/91, potentially reducing imports of U.S. sorghum by 50 percent compared to the previous year. Traditional Soviet purchases of Argentine sorghum have not materialized, resulting in extra sorghum available for export. Landed Argentine prices are reportedly 20-25 cents per bushel lower than landed U.S. prices in Japan. However, Japan's total sorghum imports are not expected to increase, and U.S. corn imports will likely remain unaffected by the less expensive Argentine sorghum.

## **Poland May Increase Grain Exports**

Poland, which has an oversupply of grains on the domestic market, has offered to export 1 million tons of grain to the Soviet Union. Details to be worked out include a Soviet credit request, the type of grain to be sold (the Soviets want wheat and the Poles are reportedly offering feed grains), and problems associated with Polish transport (infrastructure) constraints. Poland will likely require continued durum imports and either EC soft wheat or U.S. hard red winter wheat imports for blending with domestic wheat.

## **Venezuela Feedgrain Import Prohibition Extended**

Venezuela has extended the 6 month old feedgrain import ban another 3 months until August 9, 1991. This leaves less than 2 months for U.S. exporters to sell and ship grain to Venezuela during the 1990/91 year. Venezuela had been purchasing feed grains solely from the United States prior to the ban which was initiated in November of 1990 and due to expire on May 9, 1991. The United States was expected to export 350,000 tons of corn to Venezuela during the last 5 months of the 1990/91 marketing year.

## **Record Beef Exports To Japan**

U.S. beef exports to Japan in February reached \$111 million, the highest monthly export total since March 1989 and the second highest monthly total ever. As expected, Japanese beef imports were heavy the first quarter of 1991 prior to beef liberalization on April 1. Even though monthly imports are expected to slow during the second quarter, chilled beef imports are continuing strong. Wholesale prices of domestic dairy beef continue to decline, down 70-80 percent from prices last year.

## **Japan agrees to Exempt U.S. Pork From Import Inspection**

Effective April 25, all U.S. pork plants with prior sulfamethazine violations will be placed in the zero hold and test category, thereby allowing U.S. pork to enter the Japanese market without any unnecessary delays. Since the first violation nearly 3 years ago, the entry of all U.S. pork to Japan has been hampered by Japan's sulfa-review policy. FAS, in conjunction with FSIS, successfully worked out new measures whereby U.S. plants with sulfa violations can be removed from the list and declared sulfa free. Until such measures were in place, any plant with violations was placed indefinitely in a 100 percent hold and test category. U.S. pork exports to Japan in 1990 totaled \$228 million, or 70 percent of total U.S. pork exports.

## **Turkey Subsidizes Grain Exports**

Besides extending \$218 million of credit to the Soviet Union to facilitate sales of 1.8 million tons of grain, Turkey will likely need large export subsidies to complete the sale. The Turkish Grain Board (TMO) bought the grain at about \$200 per ton, and is prohibited from selling below their acquisition cost. However, to reduce stocks and to fulfill their obligation with the USSR, the Turkish Government will likely allow TMO to sell their wheat at around \$100 per ton, resulting in a subsidy of about \$150 million.

## **Canada Continues Aggressive Wheat Pricing**

For the second time in the last 5 weeks, Canada reportedly has sold wheat to South Africa at prices below comparable U.S. prices. Although Canadian export prices are rarely revealed, reports indicate that between 90 - 100,000 tons of Canadian Red Spring wheat--milling quality--were purchased by South Africa for \$134 C & F per ton, about \$30 below comparable U.S. spring wheat prices.



## ...Market Updates

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### **Spanish Government to Pass Legislation On Vegetable Oil**

The Government of Spain plans to pass legislation which will permit the blending of soybean oil with other seed oils currently sold as "mixed seed oil", a low-priced oil blend with a market of about 35,000 to 40,000 tons annually. Since December 20, 1969, the Spanish Government has only authorized the sale of soybean oil in pure form not blended with any other oil. If this legislation is passed, trade sources believe that soybean oil could displace about 20-25,000 tons of rapeseed oil currently being used in the "mixed seed oil" blend. This would provide another market outlet for soybean oil, increasing Spanish consumption and reducing soybean oil availability for exports.

### **CCC Amends GSM-102 Guarantees to Ecuador For Fiscal Year 1991**

CCC has redefined commodities eligible under guarantee lines and has reallocated \$16 million to Ecuador under the GSM-102 program for fiscal year 1991. The action establishes a \$5 million oilseeds line (soybeans, cottonseed, peanuts, flaxseed and sunflowerseed) and a \$1 million protein meals line (soybean, corn gluten, meat and bone, cottonseed and sunflowerseed meals). Lines for feed grains and vegetable oils were increased, while wheat and cotton were reduced. The rice line was eliminated.

### **Export Enhancement Program (EEP)**

The total amount awarded under the EEP with the five percent upward tolerance is \$484 million.

-- April 22, USDA accepted bids under the EEP for 30,000 tons of soft red winter wheat to Colombia and 6,000 metric tons of soybean oil to Tunisia.

-- April 23, USDA accepted bids under the EEP for 633,880 tons of soft red winter wheat to China, and 6,000 tons of soybean oil to Tunisia.

-- April 29, USDA accepted a bid under the EEP for 16,000 tons of rice to Turkey.

-- April 30, USDA accepted a bid under the EEP for 15,000 tons of rice to Turkey.

-- May 1, USDA accepted bids under the EEP for 698,840 tons of soft red winter wheat to China and 2,000 tons of rice to Czechoslovakia.

-- May 2, USDA accepted bids under the EEP for 16,000 tons of rice to Turkey and 5,456 tons of hard red winter wheat to Zaire.

### **Dairy Export Incentive Program (DEIP)**

-- April 22 -- USDA accepted a bid under the DEIP for 500 tons of nonfat dry milk to Saudi Arabia.

-- April 26, USDA accepted a bid under the DEIP for 3,000 tons of butteroil to Algeria.

-- April 30, USDA accepted bids under the DEIP for 5,000 tons of nonfat dry milk to Algeria and 100 tons of nonfat dry milk to Saudi Arabia.

-- May 1, USDA accepted a bid under the DEIP for 1,000 tons of butteroil to Algeria.

### **P.L. 480**

Under P.L. 480, Title I, Jamaica purchased about 54,000 tons of wheat (Soft Red Winter and Northern/Dark Northern Spring) on April 23. All of the tonnage is to be shipped on U.S. flag vessels.

El Salvador Purchased Tallow and Vegetable Oil. Under P.L. 480, Title I, El Salvador purchased about 5,460 tons of inedible tallow (top white and special), and about 3,562 tons of PBSY cottonseed oil on April 30. All of the tonnage is to be shipped on U.S. flag vessels.

Fiscal year 1991 P.L. 480, Title I sales registered through May 2 total \$198 million (about 1,439,000 tons). Purchases have been made by Costa Rica, El Salvador, Guyana, Jamaica, Zaire, Sri Lanka, Tunisia, and Egypt.

# U.S. Agricultural Exports by Major Commodity Group

## Monthly & Annual Performance Indicators Including Fiscal 1991 Forecasts

	March			Year-to-Date			Fiscal Year		
	1990		1991	Oct-Mar 1989-1990		Oct-Mar 1990-1991	1990		1991(f)
	--Bil.\$--		Change	--Bil.\$--		Change	--Bil.\$--		Change
Grains & feeds 1/	1.508	1.261	-16%	8.713	6.516	-25%	16.019	12.6	-21%
Wheat	0.462	0.288	-38%	2.263	1.394	-38%	4.224	2.9	-31%
Wheat flour	0.021	0.021	-1%	0.121	0.088	-27%	0.202	0.1	-50%
Rice	0.084	0.064	-24%	0.498	0.418	-16%	0.830	0.7	-16%
Feed grains 2/	0.646	0.620	-4%	4.362	3.015	-31%	7.962	6.0	-25%
Corn	0.556	0.530	-5%	3.807	2.568	-33%	6.929	5.2	-25%
Feeds & fodders	0.216	0.174	-19%	0.974	0.979	1%	1.812	NA	NA
Oilseeds & products	0.774	0.597	-23%	4.028	3.230	-20%	6.253	5.6	-10%
Soybeans	0.536	0.408	-24%	2.791	2.115	-24%	3.939	3.5	-11%
Soybean meal	0.112	0.093	-17%	0.586	0.518	-12%	0.990	0.9	-9%
Soybean oil	0.041	0.010	-75%	0.161	0.064	-60%	0.339	0.3	-12%
Other vegetable oils	0.033	0.031	-8%	0.189	0.204	8%	0.394	NA	NA
Livestock products	0.501	0.445	-11%	2.723	2.853	5%	5.418	5.5	2%
Red meats	0.201	0.199	-1%	1.061	1.255	18%	2.181	NA	NA
Hides & Skins	0.174	0.122	-30%	0.890	0.770	-13%	0.468	NA	NA
Poultry products	0.081	0.091	13%	0.409	0.495	21%	0.856	0.9	5%
Poultry meat	0.059	0.069	16%	0.298	0.364	22%	0.624	NA	NA
Dairy products	0.026	0.028	6%	0.169	0.142	-16%	0.342	0.4	17%
Horticultural products	0.450	0.494	10%	2.348	2.954	26%	5.154	5.5	7%
Unmanufactured tobacco	0.168	0.129	-23%	0.834	0.825	-1%	1.373	1.4	2%
Cotton & linters	0.348	0.388	11%	1.567	1.808	15%	2.719	3.0	10%
Planting seeds	0.053	0.068	28%	0.371	0.409	10%	0.580	0.6	0%
Sugar & tropical products	0.122	0.128	5%	0.706	0.837	19%	1.401	1.5	7%
Solid Wood Products 4/	0.607	0.566	-7%	3.194	3.162	-1%	6.431	NA	NA
Total Ag. export value	4.030	3.629	-10%	21.87	20.068	-8%	40.12	37.0	-8%

	--MMT--		Change	--MMT--		Change	--MMT--		Change
Grains & feeds 1/	10.401	10.151	-2%	61.887	50.123	-19%	113.555	NA	NA
Wheat	2.897	3.055	5%	13.990	13.259	-5%	28.095	26.5	-6%
Wheat flour	0.088	0.124	41%	0.518	0.473	-9%	0.88	1.0	14%
Rice	0.250	0.201	-20%	1.505	1.439	-4%	2.502	2.4	-4%
Feed grains 2/	5.713	5.591	-2%	39.032	27.953	-28%	69.031	54.8	-21%
Corn	4.905	4.787	-2%	34.081	23.709	-30%	59.878	47.3	-21%
Feeds & fodders	1.296	0.982	-24%	5.894	5.827	-1%	11.065	11.5	4%
Oilseeds & products	3.126	2.414	-23%	16.167	12.725	-21%	24.046	NA	NA
Soybeans	2.380	1.790	-25%	12.384	9.196	-26%	17.217	15.4	-11%
Soybean meal	0.518	0.454	-12%	2.647	2.508	-5%	4.558	4.5	-1%
Soybean oil	0.075	0.015	-80%	0.321	0.097	-70%	0.614	0.5	-19%
Other vegetable oils	0.051	0.044	-13%	0.313	0.311	-1%	0.618	NA	NA
Livestock products 3/	0.220	0.200	-9%	1.218	1.096	-10%	2.381	NA	NA
Red meats	0.056	0.060	8%	0.351	0.367	5%	0.676	0.7	4%
Poultry products 3/	0.055	0.063	16%	0.275	0.335	22%	0.564	NA	NA
Poultry meat	0.054	0.061	14%	0.269	0.321	19%	0.56	0.6	7%
Dairy products 3/	0.015	0.017	13%	0.100	0.088	-11%	0.214	NA	NA
Horticultural products 3/	0.392	0.418	7%	2.105	2.603	24%	4.565	5.0	10%
Unmanufactured tobacco	0.026	0.025	-4%	0.138	0.136	-2%	0.22	0.2	-9%
Cotton & linters	0.221	0.245	11%	0.980	1.101	12%	1.703	1.8	6%
Planting seeds	0.041	0.038	-7%	0.284	0.269	-5%	0.578	NA	NA
Sugar & tropical products 3/	0.071	0.080	14%	0.419	0.589	41%	0.921	NA	NA
Total Ag. export volume 3/	14.567	13.653	-6%	83.575	69.065	-17%	148.749	131.0	-12%

NA = Not available.

1/ Includes pulses, corn gluten feed, and meal.

2/ Includes corn, oats, barley, rye, and sorghum.

3/ Includes only those items measured in metric tons.

4/ Solid Wood products are not included in agricultural product value totals.

Note--1991 forecasts are taken from "Outlook for U.S. Agricultural Exports", Feb. 27, 1990.

# U.S. Agricultural Export Value by Region

## Monthly and Annual Performance Indicators

	March			Year to Date			Fiscal Year		
	1990	1991	Chg	Oct-Mar 1989-90	Oct-Mar 1990-91	Chg	1990	1991(f)	Chg
	--Bil.\$--	--Bil.\$--		--Bil.\$--	--Bil.\$--		--Bil.\$--	--Bil.\$--	
Western Europe	0.886	0.708	-20%	4.681	4.480	-4%	7.289	7.3	0%
European Community 1/	0.827	0.652	-21%	4.399	4.187	-5%	6.796	6.8	0%
Other Western Europe	0.058	0.056	-5%	0.282	0.293	4%	0.493	0.5	1%
Eastern Europe	0.066	0.028	-57%	0.295	0.203	-31%	0.519	0.5	-4%
Soviet Union	0.326	0.366	12%	1.818	0.946	-48%	2.938	1.6	-46%
Asia	1.526	1.387	-9%	8.505	7.864	-8%	16.102	14.8	-8%
Japan	0.753	0.705	-6%	4.272	4.108	-4%	8.075	7.9	-2%
China	0.073	0.100	37%	0.463	0.361	-22%	0.909	0.7	-23%
Other East Asia	0.502	0.420	-16%	2.739	2.500	-9%	5.204	4.6	-12%
Taiwan	0.158	0.163	4%	1.002	0.900	-10%	1.816	1.6	-12%
South Korea	0.278	0.201	-28%	1.403	1.212	-14%	2.702	2.3	-15%
Hong Kong	0.066	0.056	-16%	0.334	0.389	17%	0.685	0.7	2%
Other Asia	0.194	0.157	-19%	1.018	0.873	-14%	1.915	1.7	-11%
Pakistan	0.025	0.001	-97%	0.228	0.061	-73%	0.391	0.2	-49%
Philippines	0.034	0.029	-15%	0.166	0.187	13%	0.351	0.4	14%
Middle East	0.236	0.152	-36%	1.142	0.719	-37%	1.928	1.8	-7%
Iraq	0.112	0.000	-100%	0.362	0.000	-100%	0.491	0.0	-100%
Saudi Arabia	0.042	0.036	-16%	0.233	0.260	12%	0.447	0.6	34%
Africa	0.216	0.177	-18%	1.048	0.969	-8%	1.914	1.7	-11%
North Africa	0.177	0.127	-28%	0.840	0.737	-12%	1.437	1.3	-10%
Egypt	0.112	0.077	-31%	0.458	0.391	-15%	0.740	0.7	-5%
Algeria	0.049	0.033	-33%	0.239	0.239	0%	0.423	0.5	18%
Sub Saharan Africa	0.039	0.050	27%	0.208	0.232	12%	0.478	0.4	-16%
Latin America	0.758	0.791	4%	4.116	4.647	13%	8.848	5.0	-43%
Mexico	0.227	0.265	17%	1.360	1.358	0%	2.662	2.5	-6%
Other Latin America	0.176	0.178	1%	1.231	1.251	2%	2.480	2.5	1%
Brazil	0.006	0.005	-4%	0.053	0.142	167%	0.104	0.2	92%
Venezuela	0.016	0.016	4%	0.123	0.131	6%	0.346	0.4	16%
Canada*	0.355	0.348	-2%	1.525	2.038	34%	3.707	4.0	8%
Oceania	0.020	0.024	20%	0.147	0.181	23%	0.304	0.3	-1%
World Total	4.031	3.629	-10%	21.87	20.069	-8%	40.12	37.0	-8%

\*Prior to 1990, it is estimated that U.S. agricultural exports to Canada as reported by the Bureau of the Census were understated. Data prior to January 1990 have not been adjusted.  
1/ Excluding East Germany prior to fiscal 1991; including East Germany in fiscal 1991.



# Weekly Quotations for Selected International Prices 1/

Dollars per metric ton	Week of 5/23/91	Month ago	Year ago
<i>Wheat (c.i.f. Rotterdam) 2/</i>			
Canadian No. 1 CWRS 13.5%	155	155	199
U.S. No. 2 DNS 15 %	NQ	149	178
U.S. No. 2 SRW	144	141	150
U.S. No. 3 HAD	153	152	186
Canadian No. 1 durum	158	159	187
<i>Feed Grains (c.i.f. Rotterdam) 2/</i>			
U.S. No. 3 yellow corn	126	NQ	137
<i>Soybeans and Meal (c.i.f. Rotterdam) 2/</i>			
U.S. No. 2 yellow soybeans	240	244	270
U.S. 44 % soybean meal	NQ	NQ	NQ
Brazil 48 % soy pellets	211	202	217
<i>U.S. Farm Prices 3/ 4/</i>			
Wheat	96	95	123
Barley	85	80	88
Corn	92	97	105
Sorghum	86	86	93
Broiler 5/	1,136	1,202	1,355
Soybeans 6/	217	223	230
<i>EC Import Levies</i>			
Common wheat	190	194	114
Durum wheat	233	227	156
Barley	177	173	108
Corn	162	156	108
Sorghum	170	162	108
Broilers	466	466	275
<i>EC Intervention Prices 7/</i>			
Premium Wheat	217	214	151
Common Wheat	214	211	148
Feed Wheat	203	200	141
Maize	214	211	148
Barley	203	200	141
Sorghum	203	200	141
Broilers 9/	1,367	1,367	923
<i>EC Export Restitution (subsidies) 8/</i>			
Common Wheat	NQ	128	74
Barley	123	124	71
Broilers	422	422	290

NQ = No quote. NA = Not available. Note: Changes in dollar value of EC import levies, intervention prices, and export restitutions may be the result of changes in \$/ECU exchange rates.

1/ Mid-week quote. 2/ Asking price in dollars for imported grain and soybeans and soybean products, c.i.f. Rotterdam for nearby delivery. 3/ Five-day moving average. 4/ Target price for current marketing year in \$/metric ton: wheat, \$147; barley, \$108; corn, \$107; sorghum, \$103. 5/ Composite 12-city weighted average price for trucklot sales to be delivered to first receiver. 6/ Central Illinois processors bid to arrive. 7/ Buy-in equals 94 % of intervention price plus full value of monthly increments. 8/ Figures represent restitutions awarded nearest to the listed dates; (\*) denotes no award given since the previous month. 9/ "Sluice-gate" price.

\* U.S. G.P.O.:1991-281-074:40311/FAS

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